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Introduction

The Spring 2017 update of MAM's popular Autowork Online garage management software introduces several new features designed to help garages operate more efficiently.

A new **Suggested Jobs** feature makes it quicker and easier to build estimates and jobs by recommending work based on symptoms or results from MAM's **CarSide** electronic vehicle health-check (eVHC) app.

The CarSide app has been updated to allow vehicle inspection images and notes to be emailed to customers via the main Autowork Online application.

Autowork Online's **Custom Jobs** feature has been enhanced to cater for fixed-price jobs such as promotions or fleet work. The new **Complete Price** job type will not be affected by the price of its individual components. A further change to the existing job groups system will mean that jobs can be categorised using the same descriptions as those available in the custom jobs screen.

The new **automated SMS** feature helps garages encourage repeat business and reduce time lost due to "no shows". It enables user-defined text messages to be sent automatically for appointments, reminders and deferred work. Up to three messages can be scheduled for each event, which will be automatically delivered at prescribed intervals.

The release also includes several enhancements to existing functionality. The performance of the **work in progress (WIP)** screen has been improved, and its tiles will display the assigned technician. Labour rates set against fleet master accounts are automatically shared to their sub-accounts, and it is now possible to produce a non-priced 'schedule of work' for fleet or insurance work.

Benefits

- Build jobs more efficiently New Suggested Jobs feature allows for a faster workflow
- Improved pricing flexibility Enhancements to the **Custom Jobs** feature allow for more flexible pricing
- Enhanced performance The overall speed of the Work in Progress feature has been enhanced



Suggested Jobs

The new Suggested Jobs feature allows custom jobs to be suggested in a number of ways. Once suggested, the customer jobs can be added to the document with a single click, or rejected, allowing estimates and jobs to be built quickly and efficiently.

Jobs can be suggested based on three factors:

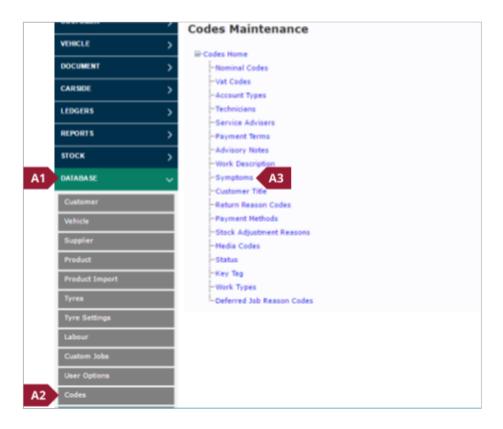
- Manually Jobs can be suggested manually, for example, by a senior technician or after an inspection.
- Linked to a symptom For example, the symptom "Squeaky brakes" could suggest the "renew pads" job.
- Linked to a CarSide eVHC result For example, the vehicle failing on brake pad condition would suggest the "renew brake pads" job.

Configuring Suggested Jobs

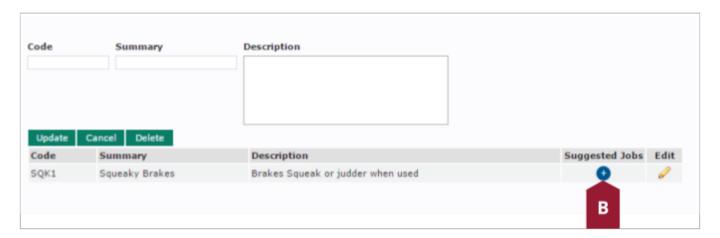
Before the Suggested Jobs feature can be used to it's full potential, Suggested Jobs must be correctly configured. **Please note** that the required Symptoms and Custom Jobs must be configured before this can be done. Suggested Jobs can be configured using the following process:

Suggested Jobs linked to a Symptom

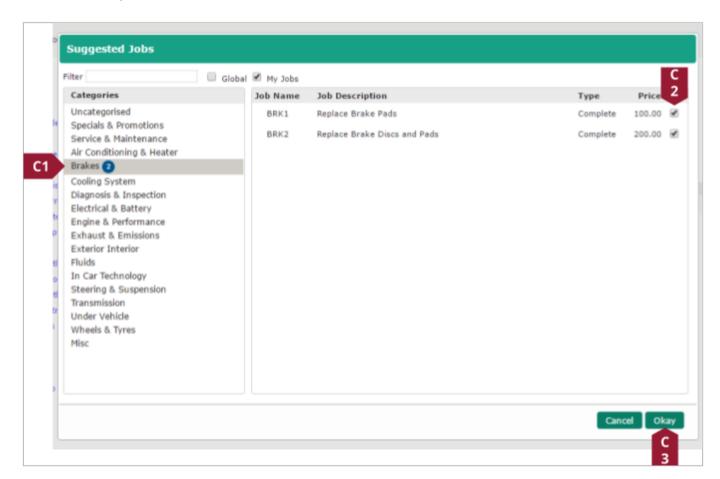
A. From the **Database** menu (A1), select the **Codes** option (A2), and then click the **Symptoms** link (A3).



B. From the grid, find the Symptom you would like to link a Suggested Job to, and click the plus sign in the **Suggested Jobs** column.



C. Select a **Job Category** (C1), and then check the boxes (C2) against any jobs you would like to link. Click the **Okay** button (C3).



Now that this has been configured, the Custom Jobs selected will automatically be suggested when the Symptom is added to a job.

Suggested Jobs linked to an eVHC result

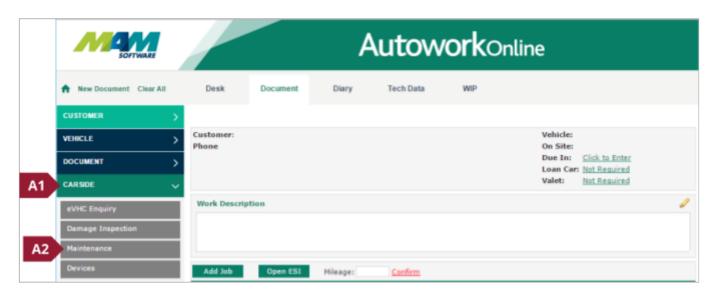
It is also possible to link Suggested Jobs to a particular eVHC result. For example, the "Renew front brake pads" job could be linked to the vehicle failing the inspection for its brake pads.

The Suggested Job will appear be triggered if an amber or red status is recorded for an eVHC item with a linked Suggested Job. The colour of the icon in the Suggested Jobs section of the Document tab (see the <u>Using Suggested Jobs</u> section of this guide) will change to indicate the severity of the fault.

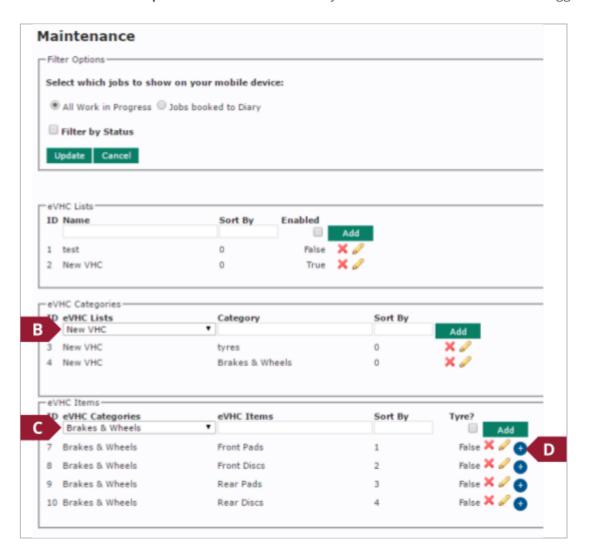
For added convenience, if you do not assign any custom jobs to eVHC results, a suggestion will automatically be made using the eVHC category and icon which can be used to create a blank job group.

Suggested Jobs can be linked to an eVHC result using the following process:

A. From the **CarSide** menu (A1), select the **Maintenance** option (A2).



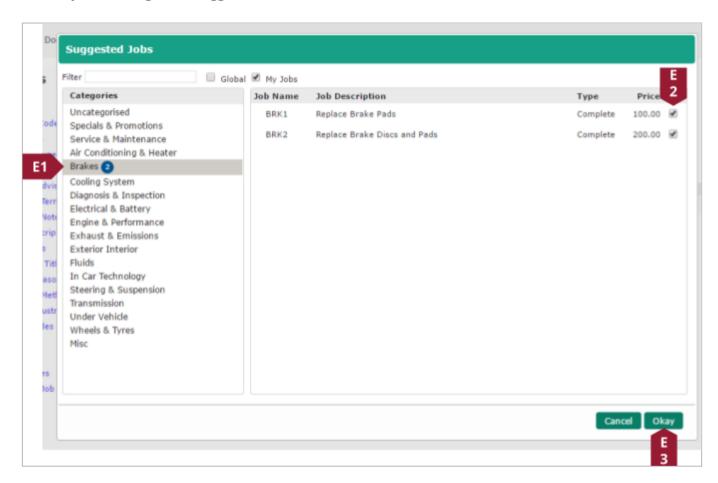
- B. From the **eVHC Categories** section, select the required eVHC test from the **eVHC Lists** dropdown menu.
- C. From the **eVHC Items** section, select the required eVHC item from the **eVHC Categories** dropdown menu.
- D. Click the blue **plus** button next to the item you would like to associate with a Suggested Job.





E. Select a **Job Category** (E1), and then check the boxes (E2) against any jobs you would like to link. Click the **Okay** button (E3).

Now that this has been configured, the Custom Jobs selected will automatically be suggested when the eVHC item they were set against is logged with an amber or red status.





Using Suggested Jobs

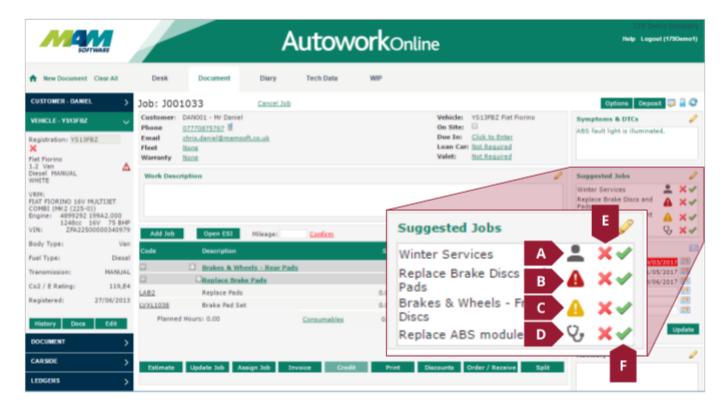
Suggested Jobs can be used in one of two ways: Jobs can be automatically suggested based on Symptoms or eVHC results (see the *Configuring Suggested Jobs* section of this guide for more information), or they can be added manually to the job.

Adding Suggested Jobs to a Job in progress

The **Suggested Jobs** section within the Document tab will list all relevant Suggested Jobs. An icon denotes the source of the suggestions as follows:

- A. Manually added Suggested Job.
- B. eVHC Suggested Job (red status).
- C. eVHC Suggested Job (amber status).
- D. Symptom-linked Suggested Job.

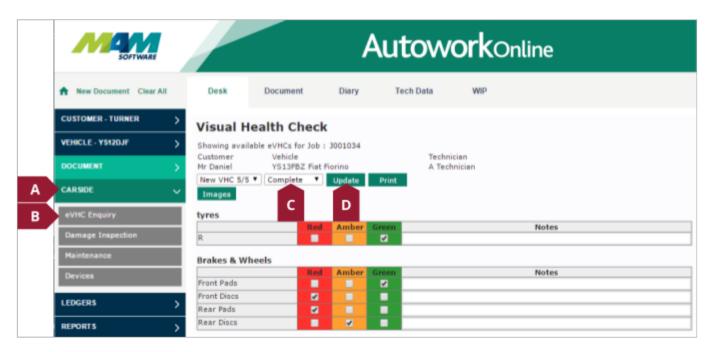
Clicking the **Tick** button (F) will add the Suggested Job to the Job in progress, clicking the **Cross** button (E) will reject the Suggested Job.



Adding Suggested Jobs based on an eVHC result

Once an eVHC inspection has been logged, the job must be updated before the Suggested Jobs will display. This can be done as follows:

- A. Click the CarSide menu item.
- B. Click the **eVHC Enquiry** option.
- C. Optional: set the **Status** drop-down menu to **Complete** (see the <u>CarSide Status field</u> section of this document for more information).
- D. Click the **Update** button.





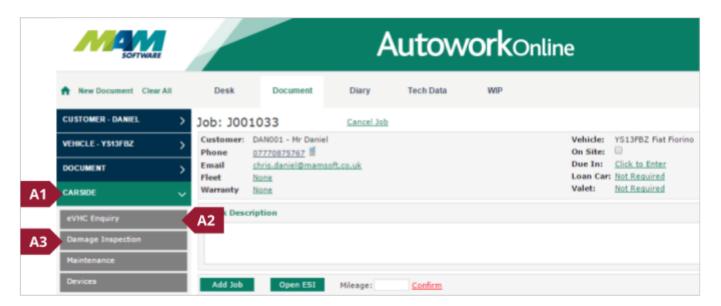
CarSide emailing improvements

The CarSide tablet-based eVHC app has been upgraded to allow users to email inspection images and notes from Autowork Online.

Emailing an inspection image

It is now possible to email images from eVHC tests or Damage Inspections, this can be done as follows:

A. From the **CarSide** menu (A1), select either the **eVHC Enquiry** (A2), or **Damage Inspection** (A3) options.

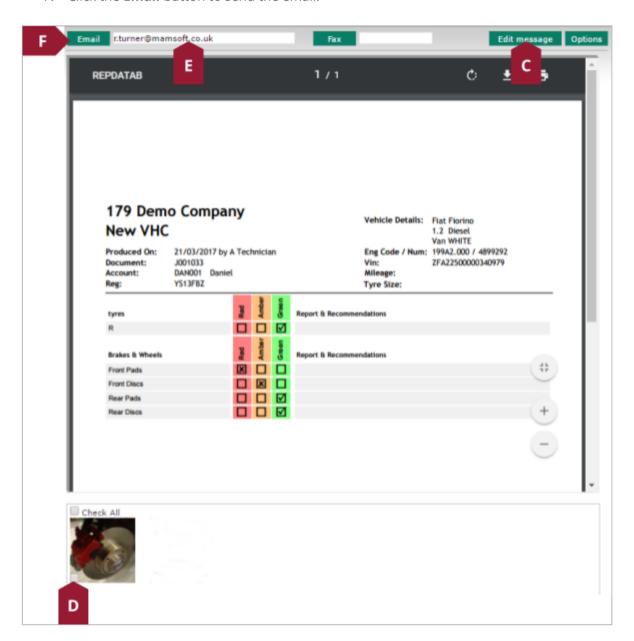


B. Set the required filters (B1) if required (all items will be shown otherwise), and then click the **View** (magnifying glass) button (B2) against the document you would like to email.





- C. Optional: click the **Edit Message** button, and then change the message text in the popup. This text will appear in the body of the sent email.
- D. Optional: check the boxes (D) against any images you would like to include. These images will be sent as email attachments.
- E. Check that the email address is correct. By default, the on-file address for the customer will be displayed.
- F. Click the **Email** button to send the email.

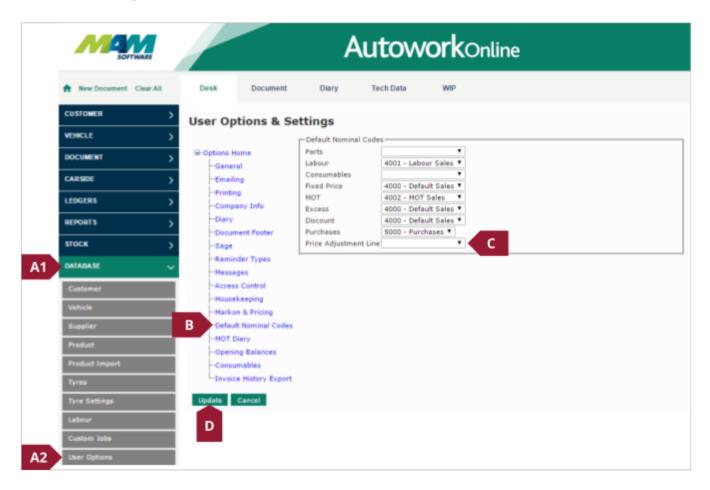




Configuring a default nominal code

It is recommended that price adjustment lines are set to use a specific nominal code for reporting and export purposes. This can be configured as follows:

- A. From the **Database** menu (A1), select the **User Options** option (A2).
- B. Click the **Default Nominal Codes** link.
- C. Select the required nominal code from the **Price Adjustment Line** dropdown menu.
- D. Click the **Update** button.





Custom Jobs Complete Pricing option

A new Complete Jobs pricing structure has been added to the Custom Jobs screen. This works in a similar way to a Fixed Price job, but the lines can be priced individually, allowing the true costs to be recorded.

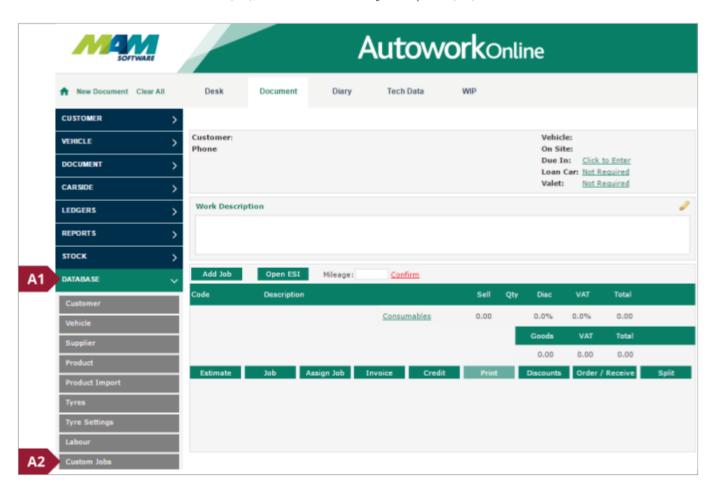
A final selling price for the job is set, and hidden price adjustment lines are created to make up differences in price. When a Complete Price job is printed on a customer-facing document, only the job sub-total price will be displayed, individual part numbers and descriptions will be displayed, but their pricing will be hidden.

The adjustment lines created can be set to use a specific Nominal Code for profit and loss analysis, and exporting to Sage.

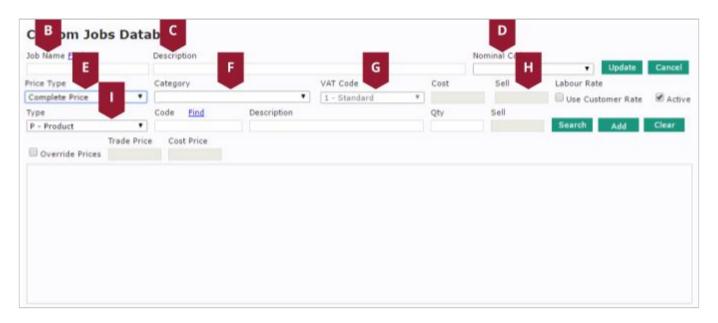
Please note: In some cases, margin reports may be affected by the use of Complete Price jobs. The parts and labour totals used in reports will <u>not</u> include the adjustment values, but they will be included in the overall profit analysis reports which use all lines of data.

Creating Complete Price jobs

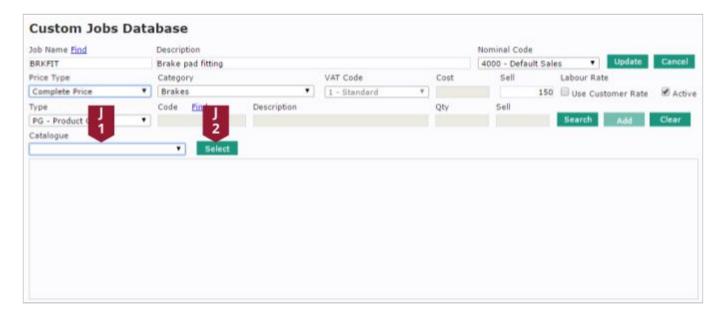
A. From the **Database** menu (A1), select the **Custom Jobs** option (A2).



B. Enter a **Job Name**, **Description** (C), **Nominal Code** (D), **Category** (F), and **VAT Code** (G). Set the **Price Type** dropdown menu (E) to **Complete Price**, enter a **Selling price** (H), and the **Type** dropdown menu (I) to **PG - Product Group**.

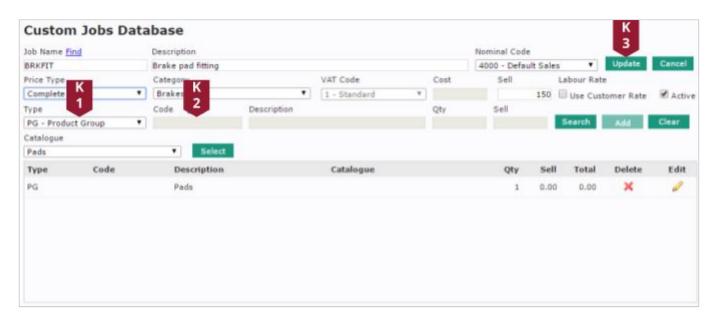


J. A new **Catalogue** dropdown menu (J1) will appear, set this to the required product group, and then click the **Select** button (J2).





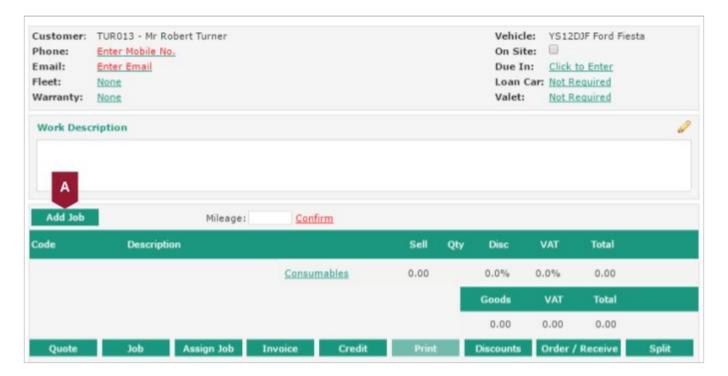
K. A new product group line will be added to the table, this represents a part selected from the catalogue, which can have a variable price based on the particular vehicle. Add a labour line by selecting **L - Labour** from the **Type** dropdown menu (K1), then enter the relevant **Labour Code** (K2). This process can be repeated to add individual parts and Work Descriptions if required. When you are happy with your job, click the **Update** button (K3).



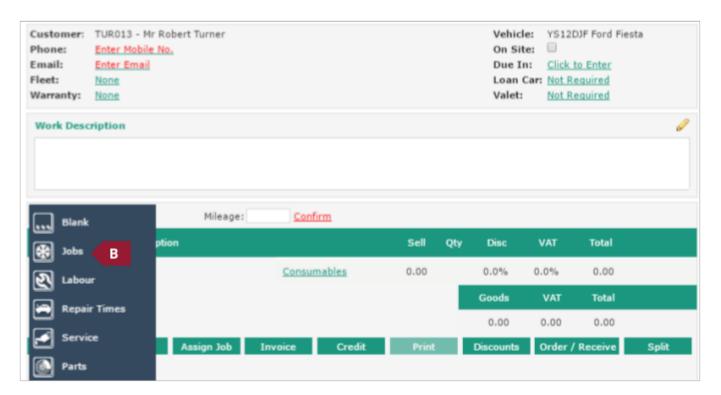


Using Complete Price jobs

A. On the **Document** tab, with a customer and vehicle entered, click the **Add Job** button.

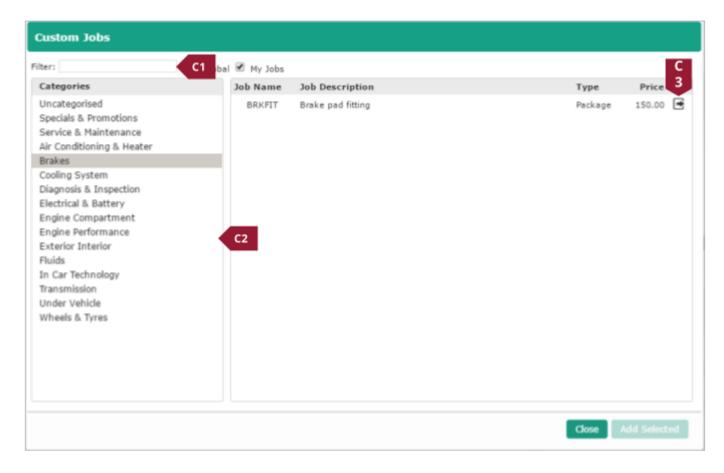


B. Click the **Jobs** option.

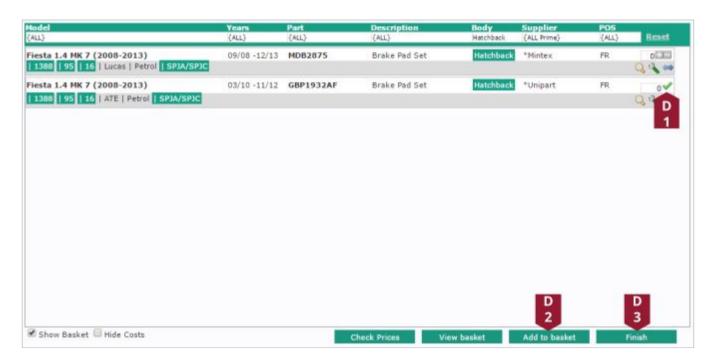




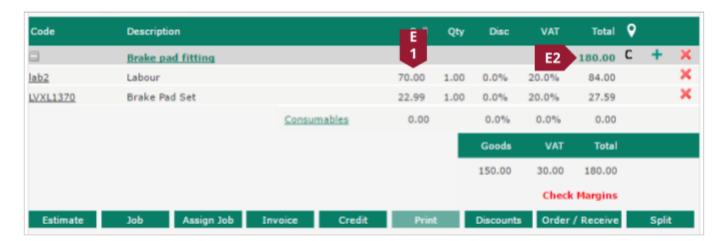
C. In the **Custom Jobs** screen, select the appropriate **Category** (C1), or enter a **Filter** query (C2), then click the **Add** button (C3) against the appropriate job.



D. The Catalogue will automatically open with the correct registration and product group pre-entered. Click the **Add** button (D1) for the required part(s), then click the **Add to basket** button (D2), followed by the **Finish** button (D3).



E. Line level prices will be shown in the grid (E1), but the total for the job (E2) will equal the amount set in the Complete Price job regardless of these.



F. The line level values will not be shown on the customer's invoice, only the sub-total for the job.





Automated SMS

The new Automated SMS feature allows for up to three pre-defined SMS text messages to be sent for each reminder. Supported events are:

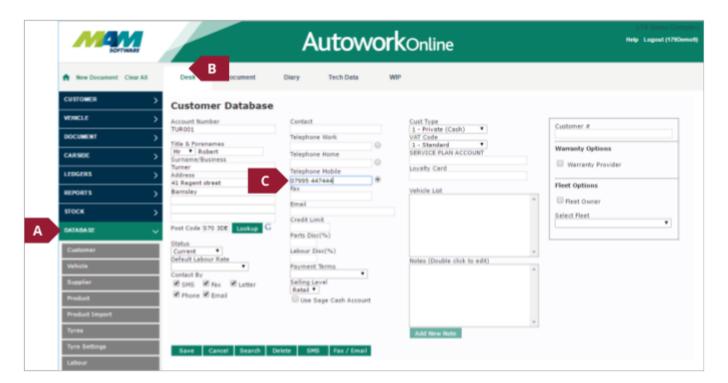
- Appointments
- Reminders (e.g. MOT due date)
- Deferred Work

SMS reminders can help to boost profit margins by increasing repeat business and reducing time, and money lost due to "no shows".

Configuring reminders

Please note: Before reminders can be used, the customer must have a valid **mobile phone number** (C) set against them in the **Customer** (B) section of the **Database** (A) menu. If the number is changed between the reminder being set, and the reminder sending, the current number at the time of sending will be used automatically.

Mobile numbers can also be added to existing customers on the fly from the Document tab by clicking the **Mobile Number** link in the screen header.



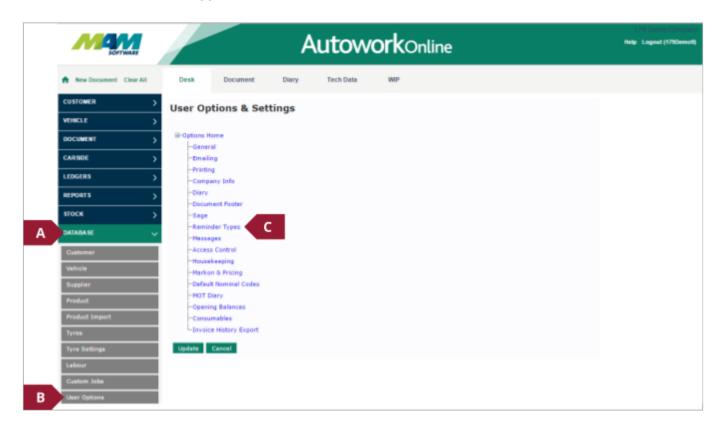
The sending times of the automated messages will automatically change if the date of the reminder is changed, and any automated messages will be cancelled if the reminder is cancelled.



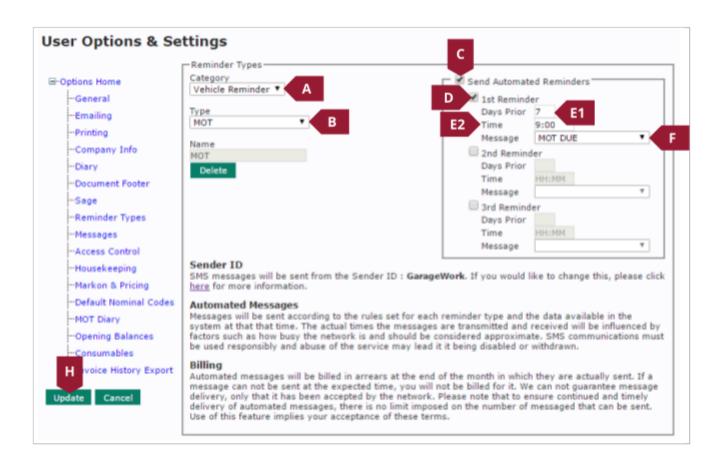
Setting up new reminders

The **Reminder Types** screen allows up to three separate reminder text messages to be sent for each specific reminder type. The messages used are the same ones used for manually sent reminders, these can be configured by clicking the **Messages** link in the **User Options** menu (see previous screenshot).

- A. Click the **Database** menu item.
- B. Select the **User Options** menu item.
- C. Click the **Reminder Types** link.

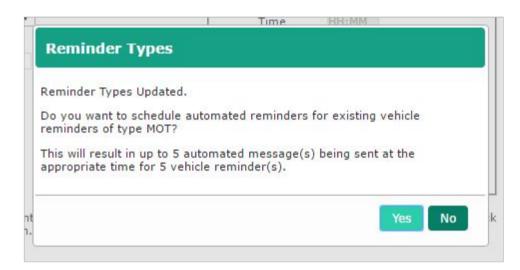


- A. Select a **Reminder Category** from the dropdown menu.
- B. Select a **Reminder Type** from the dropdown menu, or select the **Create New** option and enter a name.
- C. Check the **Send Automated Reminders** checkbox.
- D. Check the 1st Reminder checkbox.
- E. Enter a number of **Days Prior** (E1) to the reminder date to send the message (this can be set to **0** to send the message on the day of the reminders), and set a **Time** (E2) for the message to be sent (**note**: This should be treated as an approximation, as many factors can affect the sending time).
- F. Select the **Message** template to use from the dropdown menu.
- G. Optionally, repeat steps D F for the **2nd** and **3rd Reminder**.
- H. Click the **Update** button to confirm the changes.





When you click update, the following message may display:



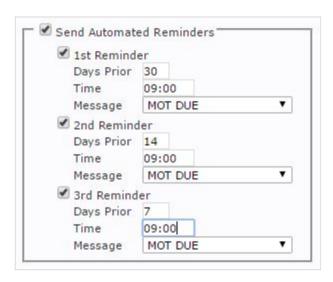
Clicking the **Yes** button will apply your settings for all future events. If the **No** button is clicked, the settings will only be applied to newly created or updated events. In neither case will reminders be sent for events in the past.

Example configurations

The following examples show some of the the different ways that reminders can be configured to get the most out of the feature.

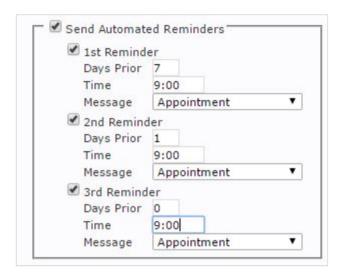
scheduled MOT reminders

The following settings would result in three messages being sent for each reminder, these would be at 30, 14, and seven days before the reminder date:



Appointment reminders

The following settings can be used to send the customer three separate reminders of their booked MOT appointment. These would be a week and a day before, and on the morning of the booking. The date this is based on is the **Due In** date. This can be set by clicking the link in the header of the Document tab, this will automatically be set to the appointment date, but can be modified independently if required:

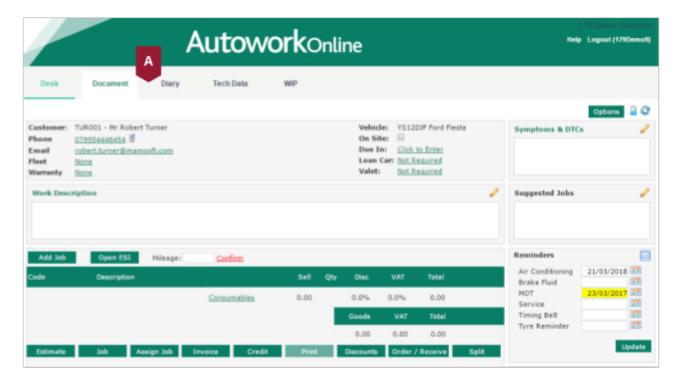




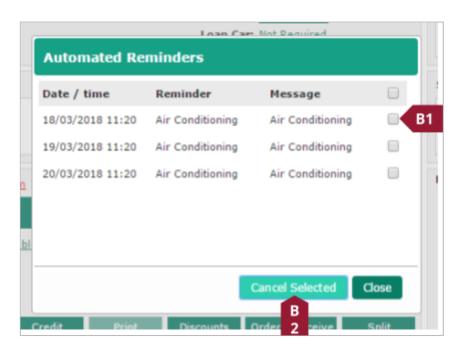
Viewing and cancelling existing reminders

It is also possible to view any pending automated messages via the Document screen, and any unnecessary messages can be cancelled from here.

A. When a customer and vehicle have been entered, a small letter icon will appear in the **Reminders** section of the screen if there are any automated reminders scheduled for the customer. This will display in red if there are reminders that will be sent in the next 30 days.



B. Check the boxes (B1) against any reminders you would like to cancel, then click the **Cancel Selected** button (B2).



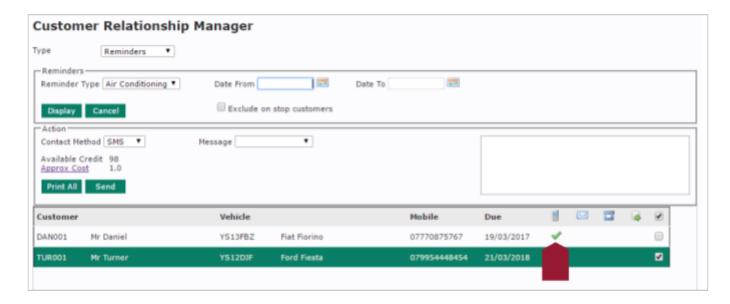


Improved CRM screen

The Customer Relationship Management (CRM) section of the reporting system has been improved to allow better visibility of previously sent and pending messages, both those sent automatically, and ones sent manually via the CRM screen.

Viewing actioned reminders

It is possible to view where messages related to a particular reminder have been sent, this is indicated by a green tick in the relevant column of the table in the Reminders section of the CRM feature. There are four columns are used to indicate which contact method was used.



Viewing sent messages

It is also possible to view the individual messages sent for each reminder. To do this, click the green tick (see screenshot above). This will open a window showing the sent messages' date, recipient, type, and message.

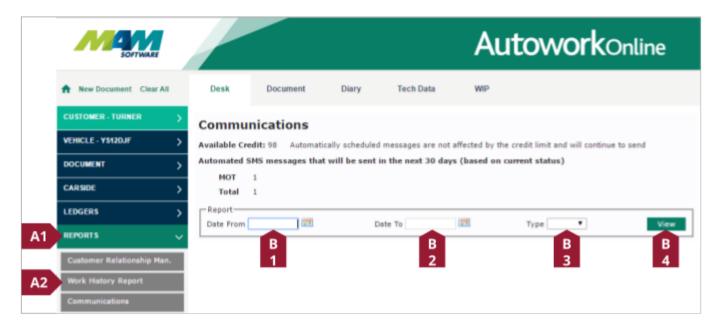




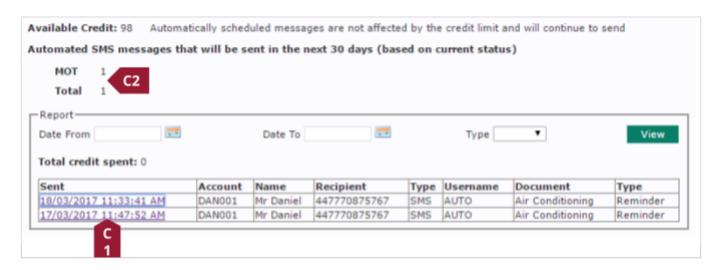
Viewing the Communications Audit Report

A new Communications Audit report has been added to allow users to view a complete list of all sent messages at a glance. The new report is accessed using the following process:

- A. From the **Reports** menu (A1), select the **Communications** option (A2).
- B. Enter a **Date From**, (B1) **Date To** (B2) (these can be left blank to show all results), and select a **Type** (B3) to filter the report, click the **View** button (B4) when you are happy with your selections.



C. The report will list information on all messages sent which match the filters set in step B. Clicking the message sent date (C1) will display the fill message text. Also displayed are projected figures for messages that will be sent in the next 30 days (C2).

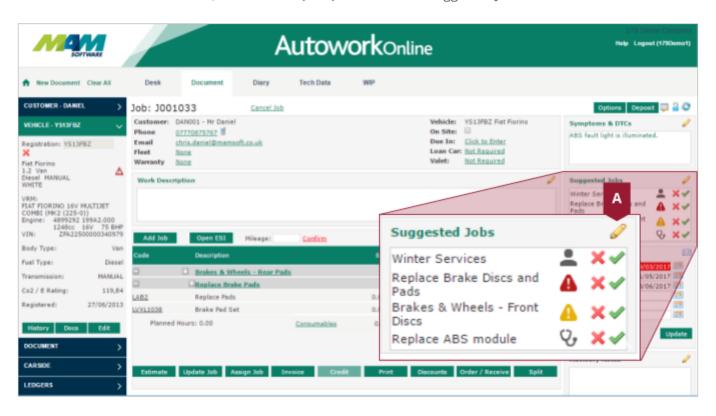




Manually adding Suggested Jobs

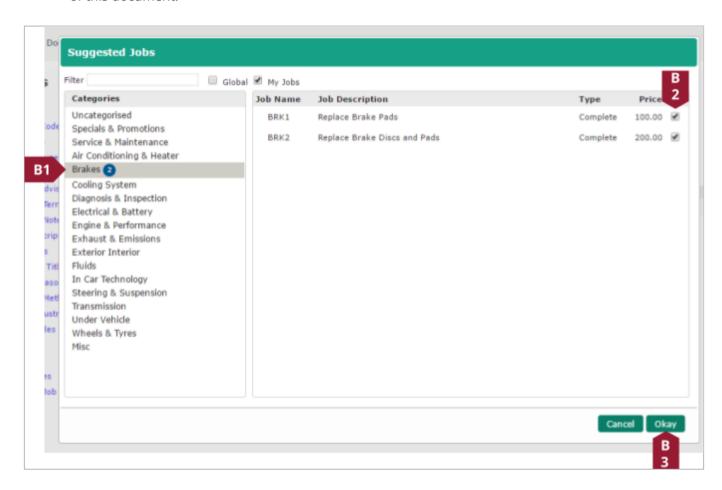
In some cases, it may be desirable to manually add a Suggested Job to the Job in progress. For example, a more senior technician could add their suggestions. Once added, the manual suggestions can be added to the Job in the same way that other Suggested Jobs are, see the <u>Adding Suggested Jobs to a Job in progress</u> section of this guide for more information on this. Suggested Jobs can be manually added using the following process:

A. From the Document tab, click the **Pen (edit)** button on the Suggested Jobs section.





B. Select a **Category** (B1), and then check the boxes (B2) against any jobs you would like to include. Click the **Okay** button (B3) when you are happy with the selections. This will add the Suggested Jobs, which can then be added to the Job using the process in the <u>Adding Suggested Jobs to a Job in progress</u> section of this document.





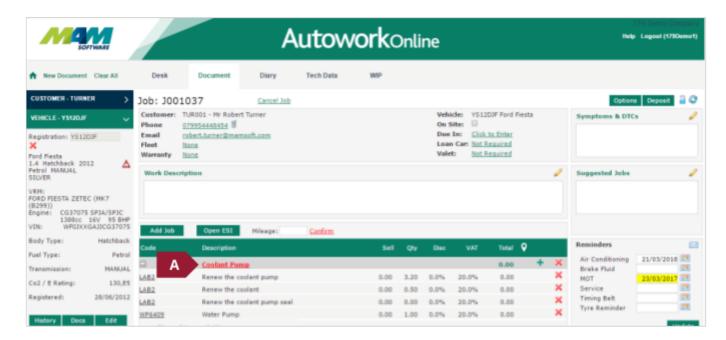
Job Group categorisation

A new feature allows for job groups to be categorised when they are added to a Job. The list of categories used is the same as those used in the Custom Jobs screen, and any job added from a Custom Job will automatically be set to the correct category.

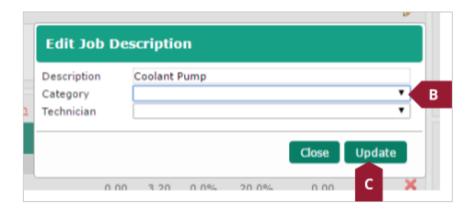
Setting Job Group Categories

Job Group Categories can be set directly from the Document screen when building a job by using the following process:

A. Click the **Description** of the Job Group you would like to categorise.



- B. Select the required **Category**.
- C. Click the **Update** button when you are happy with your settings.

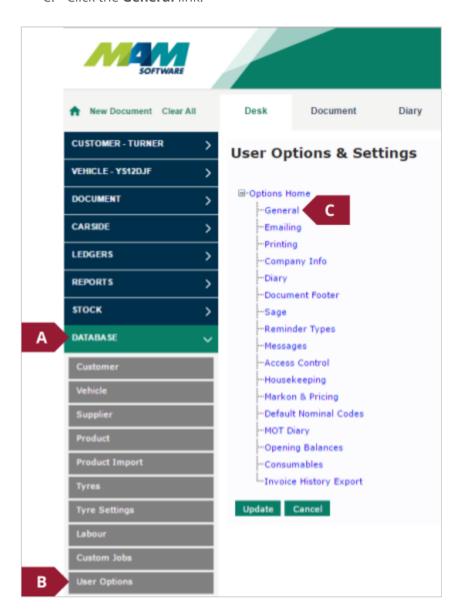




Making the Category field mandatory

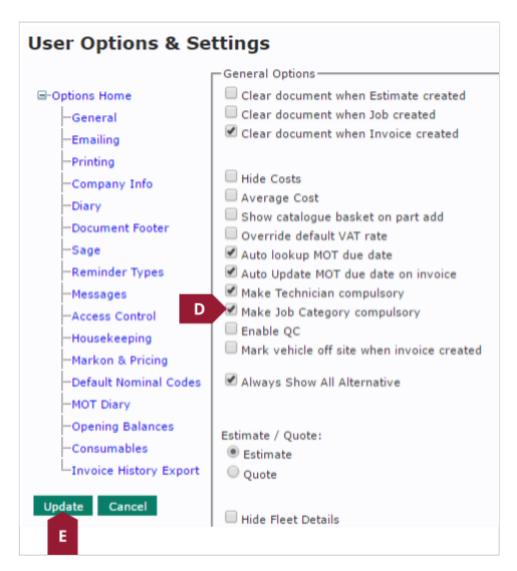
It is also possible to make completion of the Category field mandatory by using the following process:

- A. Click the **Database** menu.
- B. Select the **User Options** sub-menu.
- C. Click the **General** link.

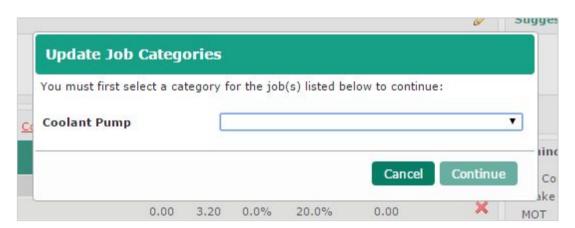




- D. Check the **Make Job Category Compulsory** checkbox.
- E. Click the **Update** button to confirm the settings.



When a user a attempts to invoice a job which contains uncategorised jobs, the following prompt will pop up asking them to update the missing fields.





Schedule of Work printing

A new Schedule of Work document option has been added specifically for fleet or warranty work. This provides a record of the work carried out, but without any pricing information.

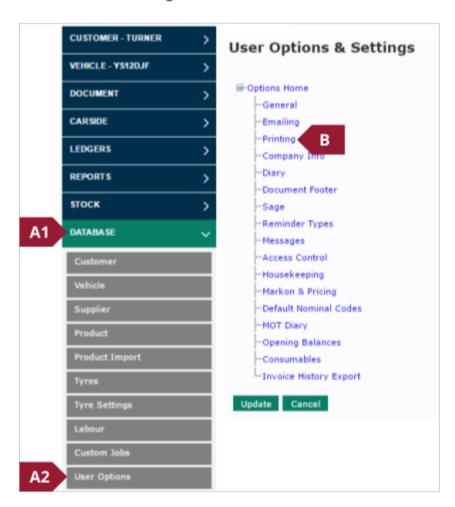
The Schedule of Work can be printed manually from the Document screen, or set to automatically print for split invoices.

Additionally, message text can be set to display at the top of the document (for example "This is not an invoice - for reference only").

Setup

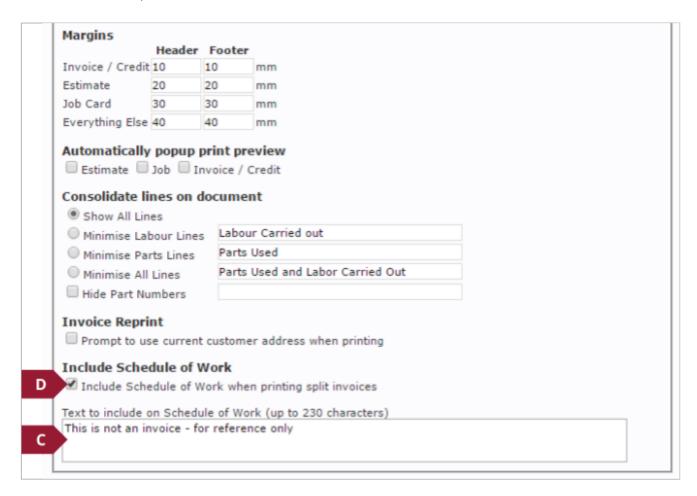
Before use, it is advisable to configure a document message for the Schedule of Work document, and also set the document to automatically print for split invoices if required. To do this, use the following process:

- A. From the **Database** menu (A1), select the **User Options** option (A2).
- B. Click the **Printing** link.





- C. Scroll down the page, type the text to show in the document header into the **Text to include on Schedule of Work** box.
- D. Optional: check the **Include Schedule of Work when printing split invoices** checkbox if you would like to enable this option.



Manually printing a Schedule of Work

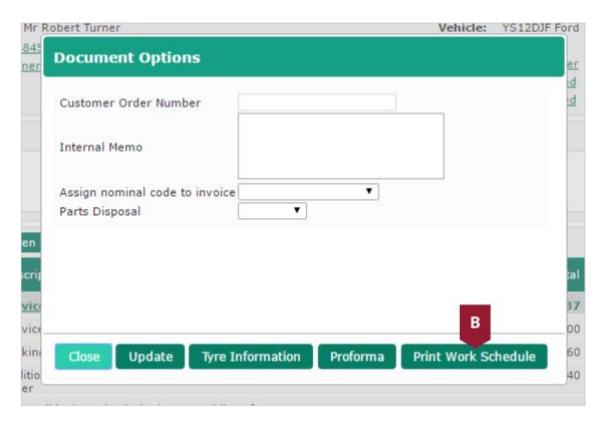
If the option is enabled, the Schedule of Work will automatically print when a split invoice is generated, but it may also be printed manually from the Document tab.

A. Click the **Options** button.





B. Click the **Print Work Schedule** button.





Minor changes

Customer name / address check on reprint

An additional option can be set which will present the user with a prompt when reprinting a document where the customer's address has changed since it was first raised:

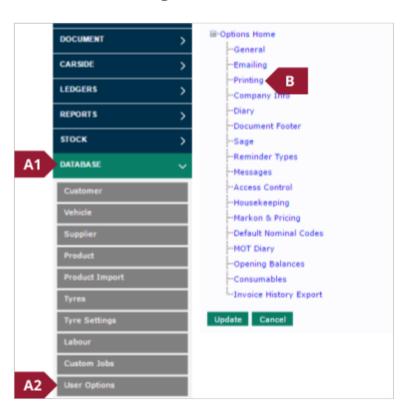


This will allow the document to be printed with the **Original** or **Current** address.

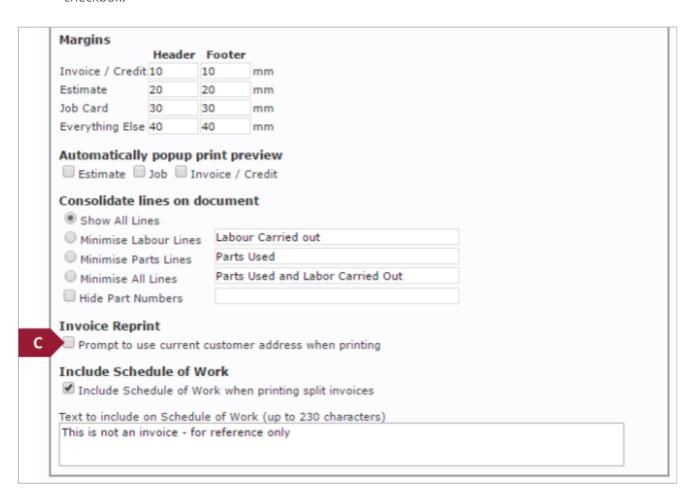
Enabling

The option can be enabled using the following process:

- A. Click the **Database** menu (A1), and then select the **User Options** option (A2).
- B. Click the **Printing** link.



C. Scroll down the page and check the **Prompt to use current customer address when printing** checkbox.





Technician code is now shown on Work in Progress tiles

The initials for the assigned technician will show next to a document in the Work in Progress (WIP) screen:



Fleet labour rate is now inherited by fleet sub accounts

Unless a separate labour rate is set against a sub-account, the rate set against the Fleet Owner account will also be applied to the sub-accounts.

Custom job pop up – improved search

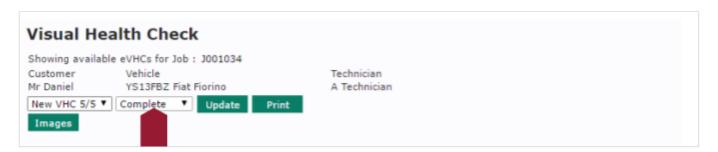
The logic used by the search feature used when adding a Custom Job in the Document tab has been improved. This now searches for results containing a phrase rather than just beginning with a phrase.

Efficiency enhancements

The overall efficiency and performance of the Work in Progress feature has been enhanced, as has the performance when recovering Deferred Work into the Document tab. The speed and efficiency of many areas of Autowork Online which draw data from the eVHC system (such as the eVHC Enquiry screen) has also been improved.

CarSide Status field

A new **Status** field has been added to the **eVHC Enquiry** screen. This can be used to flag the eVHC job with a particular status. This list includes four options: Not started, In Progress, On Hold, and Complete.



The Status field will also be displayed in the eVHC Enquiry screen, allowing the current status of all eVHC jobs to be viewed at a glance:

